

Date: 4th August, 2021

The General Manager
Corporate Relationship Department
BSE Limited
1st floor, New Trading Ring,
Rotunda Building
P J Towers
Dalal Street, Fort
Mumbai 400 001
BSE Scrip Code: 500249

The Manager
Listing Department
National Stock Exchange of India
Limited
“Exchange Plaza”, C-1, Block G
Bandra-Kurla Complex
Bandra (E)
Mumbai 400 051
NSE Symbol: KSB

Dear Sirs,

Sub: Intimation about participation in the Investor Conference

Ref: Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015)

In continuation to our intimation dated 30th July, 2021, we wish to inform you that the Company participated in the Investor Conference held on 3rd August, 2021. Attached herewith presentation made to investors.

Kindly take the above information on record.

Yours faithfully,
For **KSB LIMITED**



Mahesh Bhave
GM- Finance and Company Secretary



KSB Limited

Investors' Meet, 3rd August, 2021



Cautionary statement regarding forward looking statements:

This presentation may contain certain forward-looking statements relating to the Company's future business, developments and economic performance.

Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general Financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, which could cause actual developments and results to differ materially from the statements made in this presentation. The Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise.

Table of contents

1. Organogram.
2. KSB In India – Presence
3. KSB In India – Applications
4. KSB India – Success Stories / Major Developments.
5. Market Penetration – Top 7 Customers.
6. NPCIL GHAVP order progress
7. Net fund position
8. Net Sales / Revenue From Operations Overview
9. P / L Before Tax Overview
10. ROS% Overview



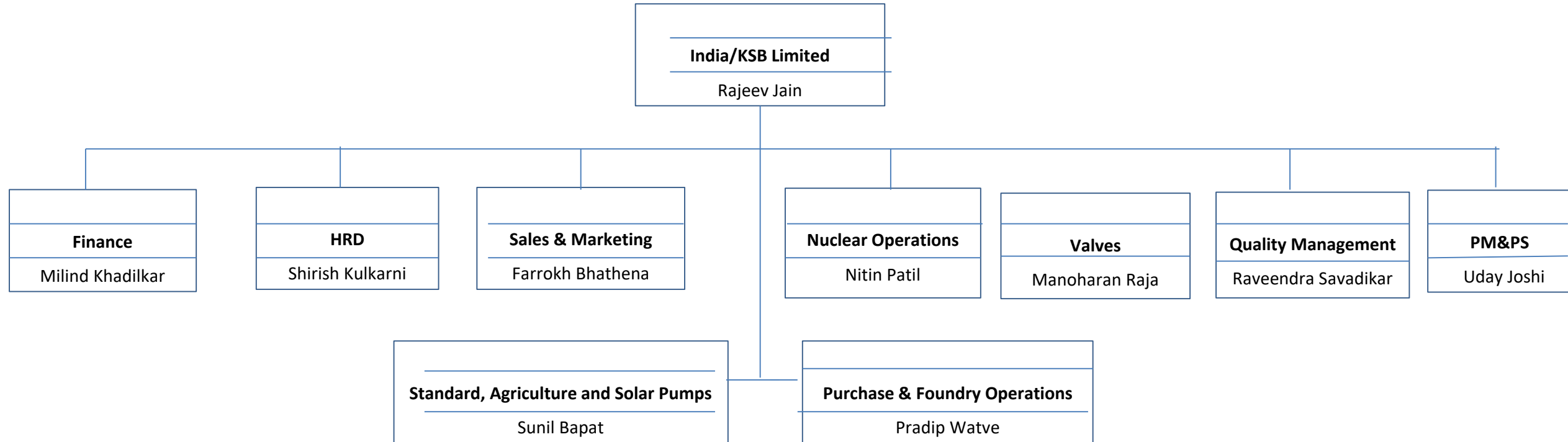
Table of contents

13. Initiatives for 2021:

- a) Digitalisation
- b) KSB ESG Initiatives
- c) Major Investments for 2021
- d) COVID-19 : Measures taken
- e) COVID-19 : CSR Initiatives



Organogram



Presence in India

Near you..24x7

- 7 Manufacturing locations
- 4 Zonal offices
- 14 Branch offices
- 6 Service Stations
- 150+ Authorized Service Centers
- 800+ Authorized Dealers of pumps, valves and systems



Our Manufacturing Network



Irrigation & Process Division, Pune



Foundry Division, Vambori



Central Warehouse, Chinchwad



Valves Division, Coimbatore



Energy Pumps Division, Shirwal



Standard Pumps Division, Sinnar



KSB MIL Controls Ltd. Meladoor, Kerala

Our Toll Free No. : 1800 233 1299

EPD (Energy Pumps Division), Shirwal, Pune



IPD (Irrigation and Process Division), Pune



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Central Warehouse, Chinchwad, Pune



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Standard Pumps Division, Sinnar, Nashik



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Foundry Division, Vambori



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Valves Division, Coimbatore



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Valves Manufacturing- KSB MIL Controls Limited, Kerala



KSB Tech Private Limited, Pune



KSB Tech Supports KSB Group Companies through following professional solutions and services to secure strategic and operative success of KSB:

- Engineering
- Product development
- Information Technology



KSB in India **Applications**

- Energy
- Industry
- Water
- Waste water
- Construction



Applications

Energy

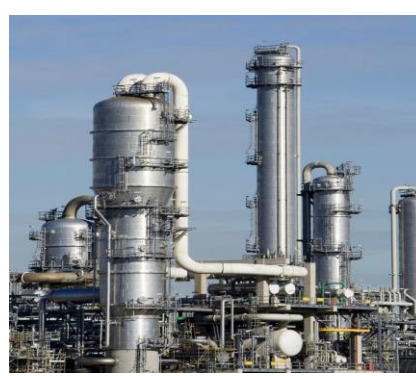
We deliver a lot more, we consume a lot less..

Products

High pressure multistage pumps, Vertical in line pumps, GGC & Ball Valves

Applications

For boiler feed applications, condensate extraction, etc.



Applications

Industry

Variety indeed is the spice of life.. as it is in the case of our pumps

Products

End suction pumps, process pumps, non clog pumps, high pressure multistage pumps, confirming API 610 latest edition, GGC & Ball Valves

Applications

For boiler feed applications, oil & gas, sugar, paper and pulp, handling of Thermic fluids, petrochemicals, etc.



Applications

Water

In yester years civilization developed around water.. We take water to civilization.

Products

Submersible pumpsets, openwell monobloc pumps, mini-monobloc pumps, dewatering pumps, GGC & ball valves

Applications

Irrigation, farm houses, fire fighting, drinking water supply, etc.



Applications

Waste Water

Clean solutions to dirty problems..

Products

Submersible Motor non clog pumps, horizontal Non clog end suction pumps, GGC & Ball Valves

Applications

Various types of Municipal & Industrial waste water, sewage, effluent transport & treatment. storm water drainage & dewatering, etc.



Applications

Construction

Though water finds its own level, we still can bring it up to you.

Products

Submersible pumpsets, openwell monobloc pumps, mini-monobloc pumps, dewatering pumps, booster systems, GGC & Ball Valves

Applications

Drinking water supply, fire fighting, HVAC, etc.

KSB India – Success Stories / Major Developments Q2 2021



Success Stories:

1. Order Intake for H1 2021 is 10% higher than last year.
2. Substantial growth in Agri (Submersible) and Domestic business compared to previous year.
3. Order for BB3 pump received from ONGC.
4. Good orders for FGD pumps from BHEL.
5. Big order received from EIL for 5.6 Mio Euro for LPG Cavern Pumps (Direct order on KSB Germany) for HPCL, Mangalore.
6. Export order for 8 Nos CHTR pumps for Baltic Gas Chemical Complex (Gulf of Finland) for 1.9 Mio Euro received from KSB Germany.
7. Supply of big diameter High Pressure SICCA valves (Gate 32”#2500 WC6, Gate 28’ #2500 WC6, Gate 24” #2500 WC6) for MAPA project to Chile.
8. Operations in KSB were not much affected in Q1 & Q2 of 2021.
9. Vaccination completed for majority of employees.
10. Ground breaking ceremony for Sinnar (WPD) plant expansion on 23rd June.

KSB India – Success Stories / Major Developments Q2 2021



Major Infrastructural Developments / Projects:

1. Various investments in Nuclear project order execution & 3D sand printer.
2. Investments for Mechanical Seal business.
3. Initiatives on Delivery lead time reduction for Exports.
4. Development of new sizes for Gamma pumps (HSC), FGD (KWP Pump), KNCPP pump etc.
5. To make KSB Limited a Carbon NEUTRAL manufacturing company (Reduce Carbon footprint by 50% by 2023).
6. Green Building Certificate for KSB Chennai Office – Platinum ranking received.

Market Penetration: TOP 7 customers

Country India:

Customer	Segment
NPCIL	Nuclear
HMEL Mitthal Energy	Industry Projects
ISGEC Heavy Engineering Ltd.	Pumps & Valves
Thermax	Valves
L & T Hydrocarbon Engineering Ltd.	Industry Projects
IOCL	Industry Projects
BHEL	Control Valves

Main measures initiated to reach an increase with these customers

A: Increased no. of customer visits.

B: New cell – ‘Contract Management’ is started for Industry and Energy segment, which will insure enhancement of customer interface and resolve the issues in contract and take decisions on priority.

RSR 400/2 Project updates as on 19.Jul.2021



Project Details

- Pump and Motor units for RSR 400/2
- Order Value 3980 Mio INR

Quantity

- 08 Pumps and 10 Motors

Deliveries

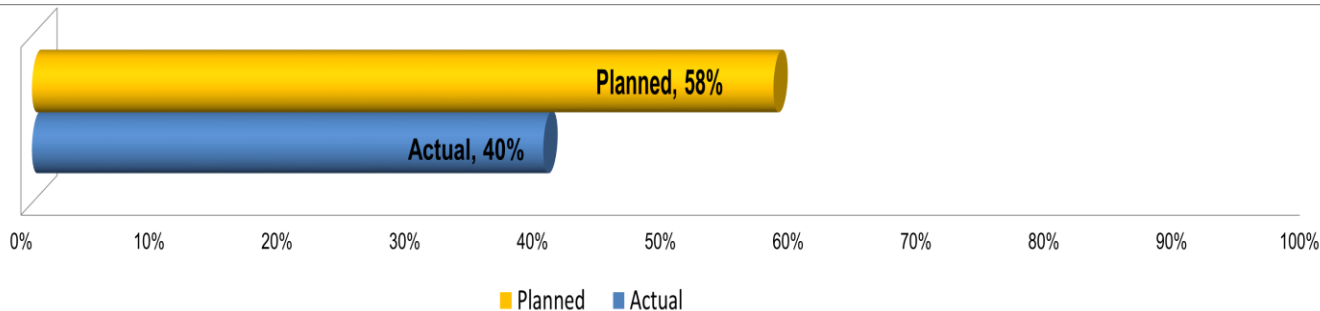
- 1st Unit latest Delivery by – 16/04/2022

2nd Unit latest Delivery – 16/04/2023

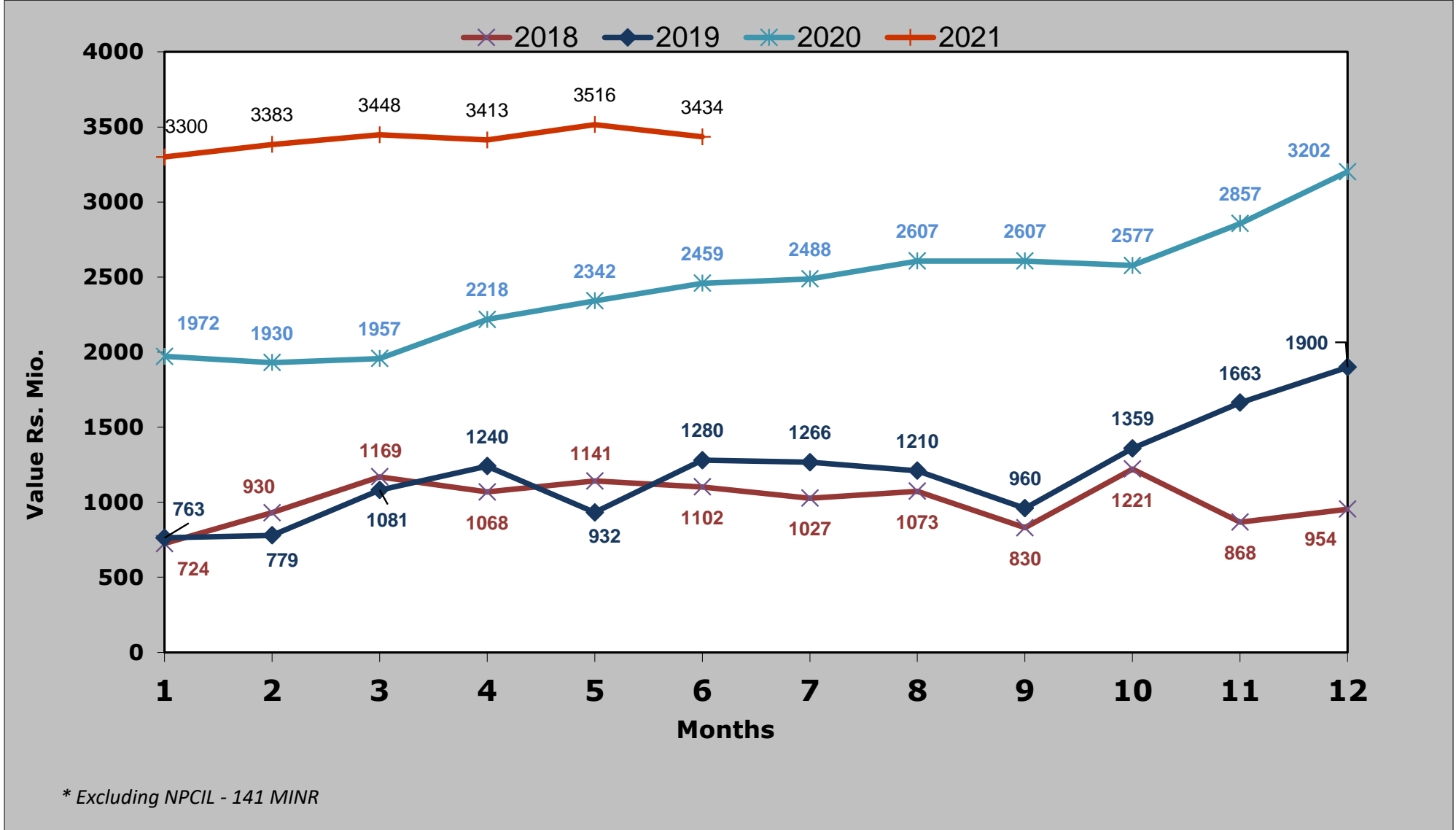
- Updates: Pandemic Covid 19 second wave strike in India , delays expected in delivery of Pump Motor Unit.
- As of now the first pump will be delayed by approx. **14** months from our initial planned date, subsequently remaining pumps delivery also delayed against CDD.
- Request for delivery extension against forced majeure clause (for COVID sent to NPCIL)

CURRENT PROGRESS

Overall Project Progress (Based on activity planning for all scope)



Net Financial Position - Comparison



Exports Business Development: 2017 – 2020 & YTD June 2021

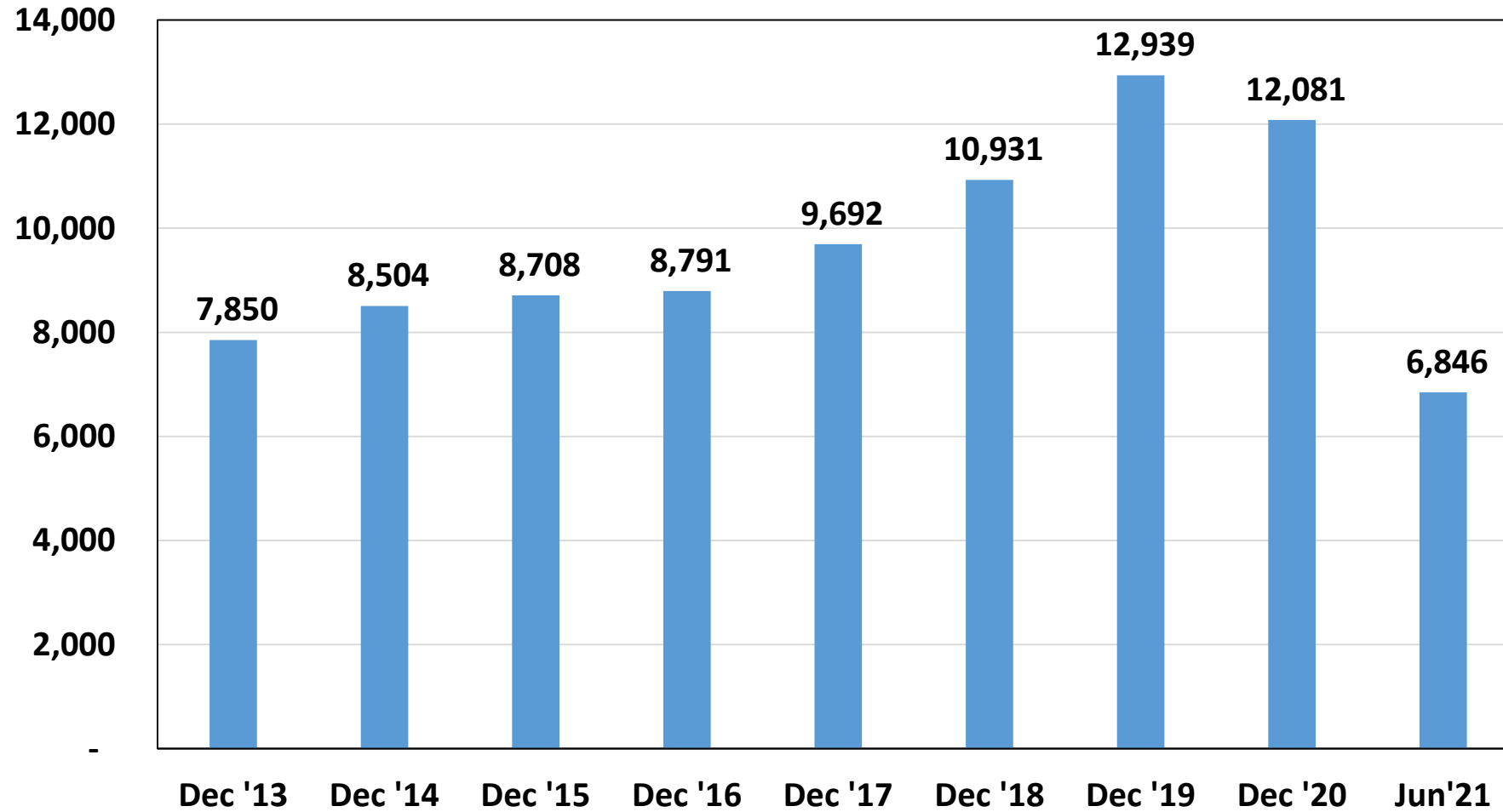
In INR Mio

Particulars	Act 2017	Act 2018	Act 2019	Act 2020	YTD Jun 2020	YTD Jun 2021
Sales	9,375	10,752	12,860	11,980	4,655	6,644
Export Sales (out of total Sales)	1,447	1,567	2,186	2,046	676	1,285
%	15.4%	14.6%	17.0%	17.1%	14.5%	19.3%

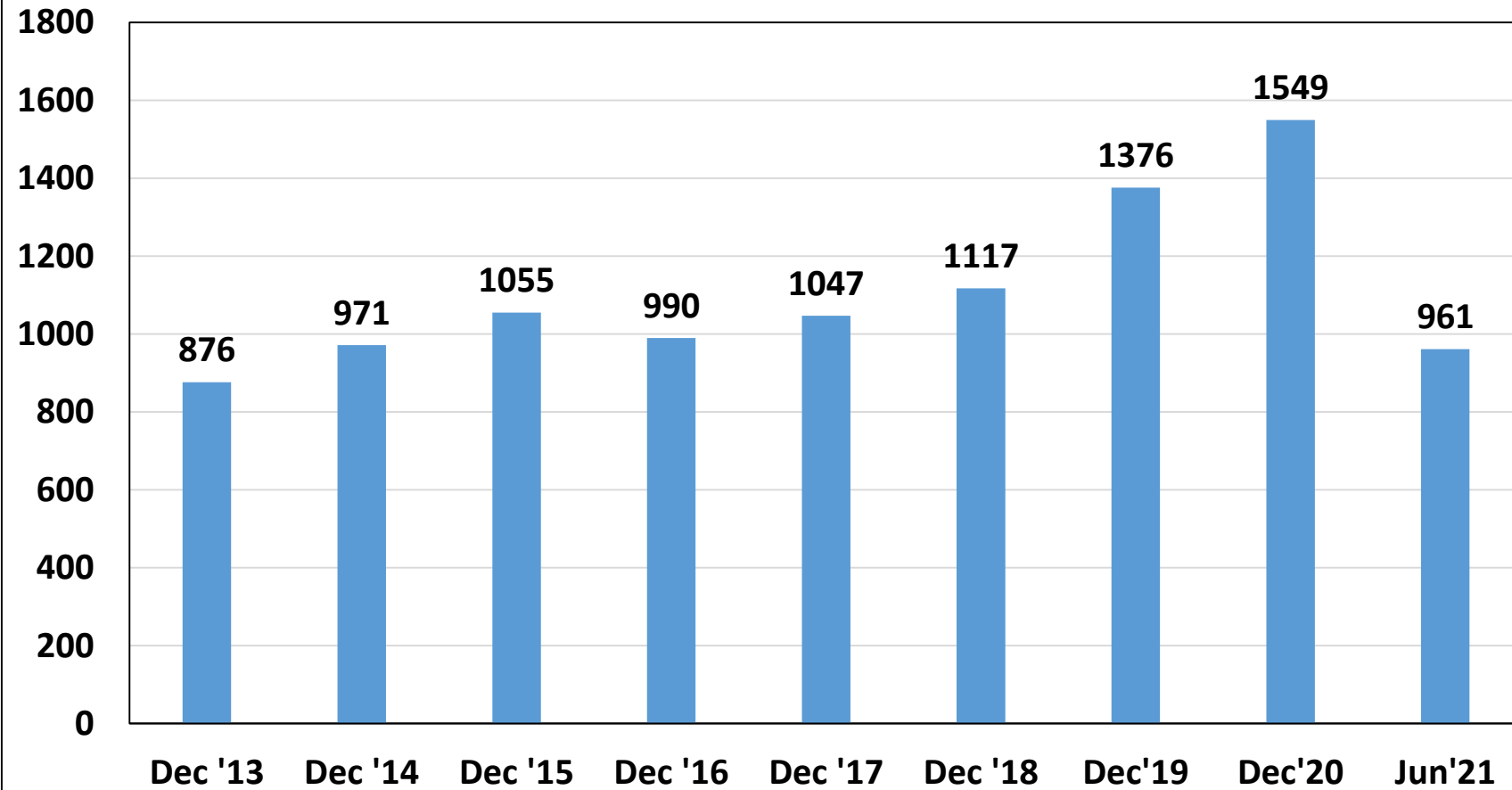
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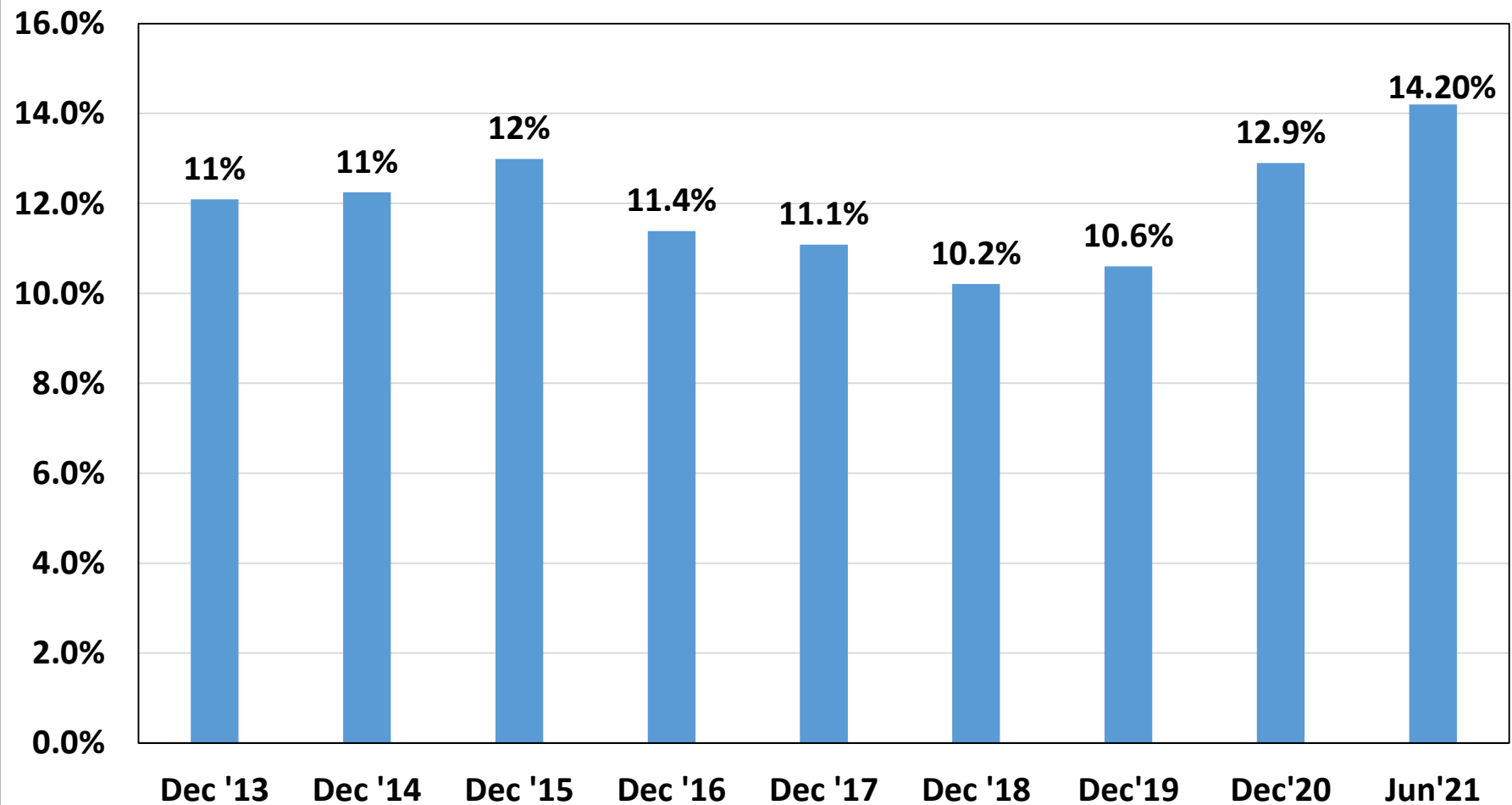
Revenue from Operations (in Mio. INR)



P/L Before Tax (in Mio. INR)

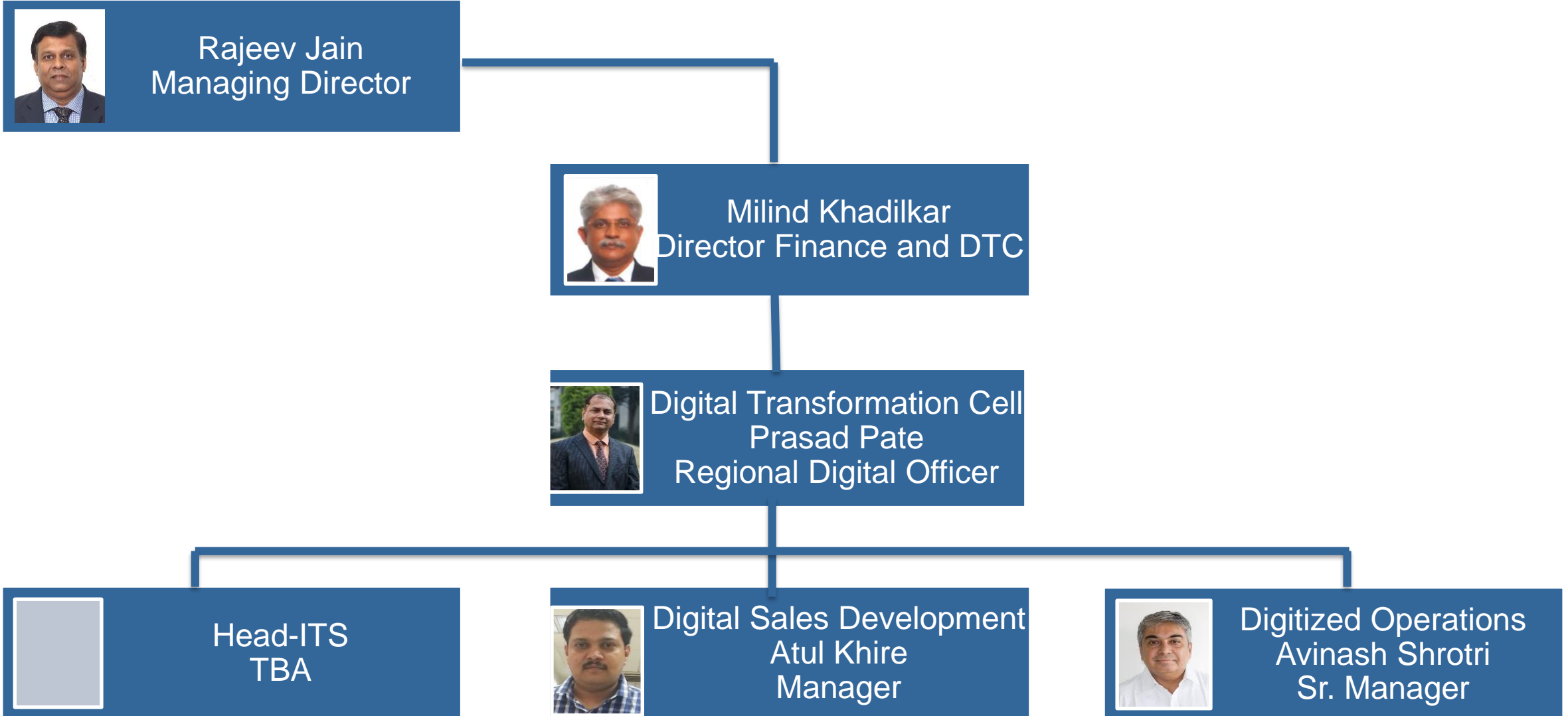


ROS%



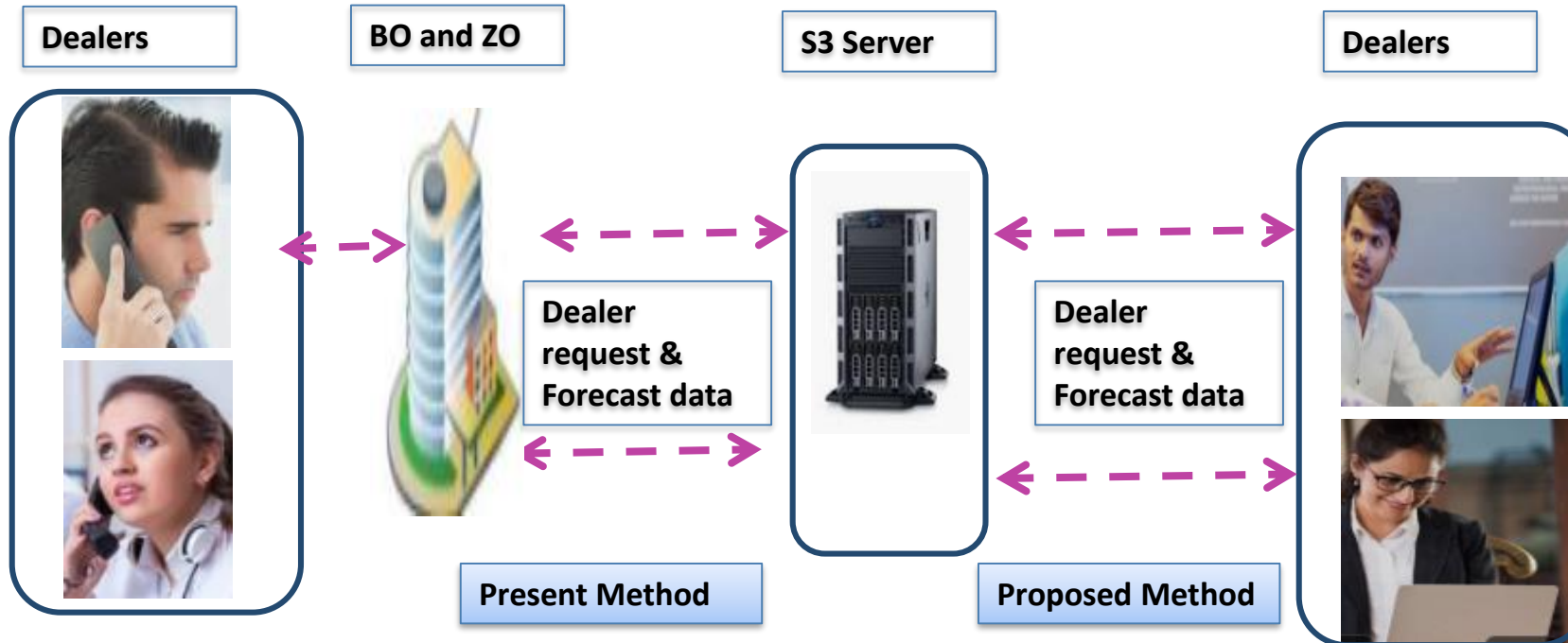
Digitalisation: Initiatives for 2021

Digital Transformation Cell



TOP ITS Initiatives for 2021:

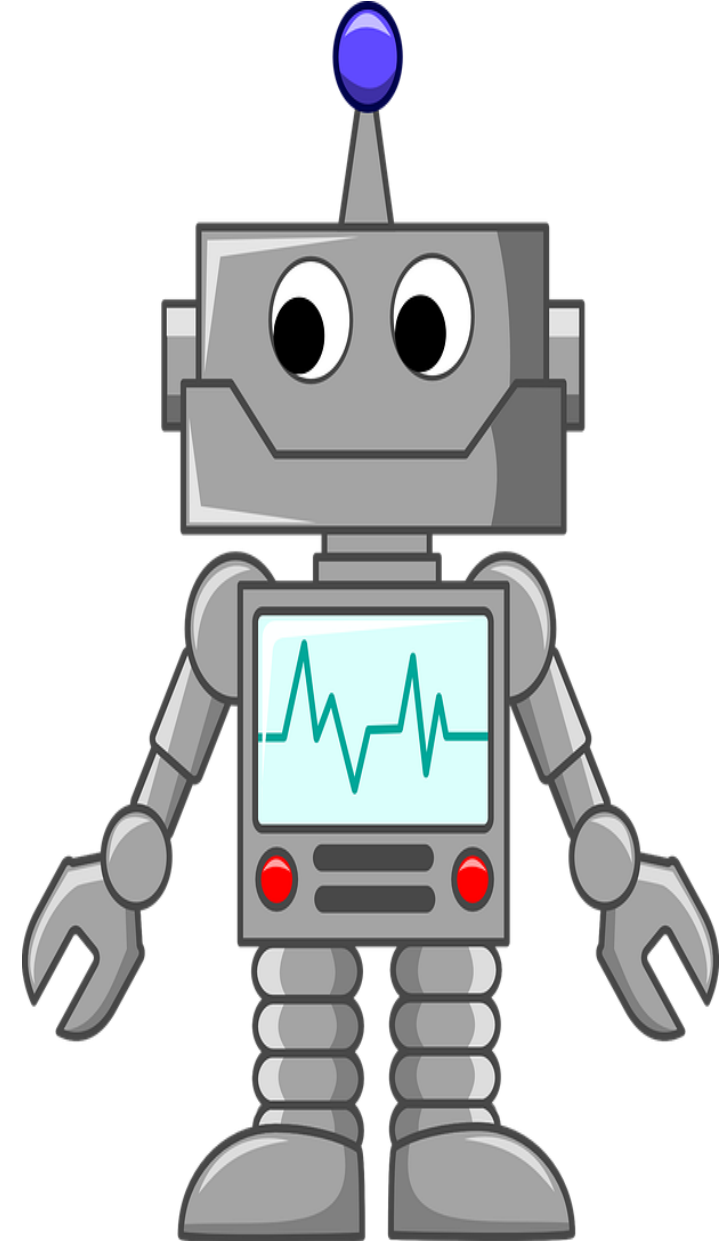
Providing S3 Access to Dealers



- Branch and Zonal users of KSB are giving monthly forecast to Sinner plant on behalf of dealers.
- Also dealer request will be created by Branch and Zonal users after discussing with concerned dealers.

- Dealers will submit monthly forecast directly in the S3 system.
- Also dealers will create Sales request directly in S3 system based on the stock availability .

RPA Pilot processes (limited tactical deployment)



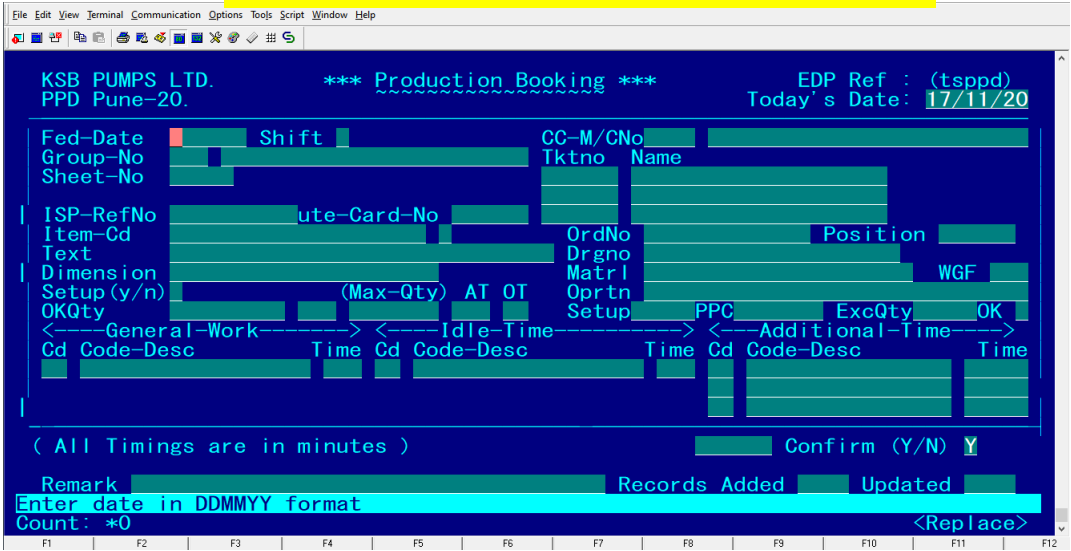
Identified pilot processes

1. Inter plant stock transfer, auto GRIR, bill passing activities
2. Generation of sales register, sales reconciliation with GL, register and GSTR 1 on monthly basis
3. CWIP download and report generation
4. Customer Master – Updation in SAP from CRM-C4C
5. Month end checking for financial closure
6. Month end checking for inventory closure

Production Scheduling and Booking Software : Concept

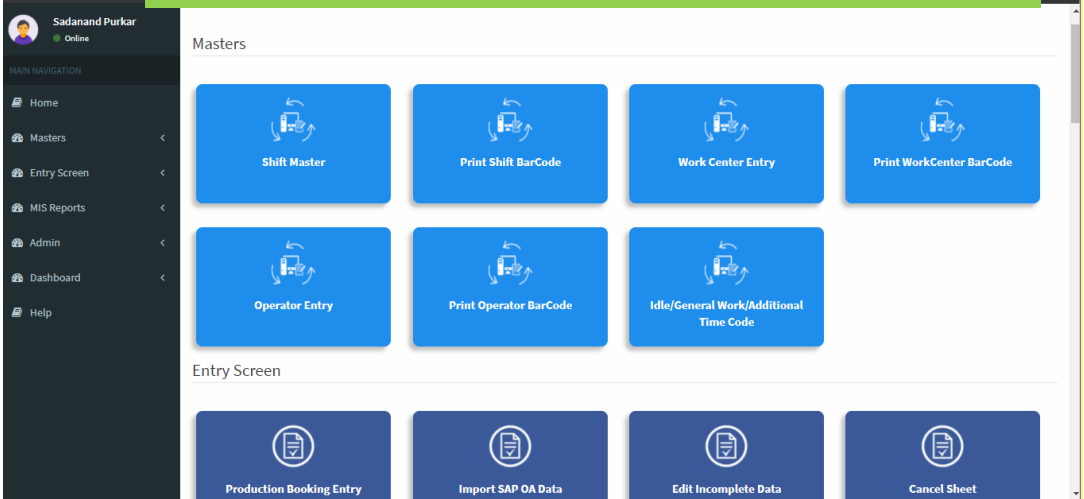
Pan India
Except MIL & Fdy

Existing old legacy system



- The old legacy system based on Power Term is now outdated and cannot adopt further changes/customization.
- The proposed software is web based application with latest requirement to ease the data collection of production.
- Additional module of production scheduling has been included to have work center wise sequencing of the production orders.
- All MIS can be scheduled and generated with minimum manual intervention.

Proposed Web Based Application

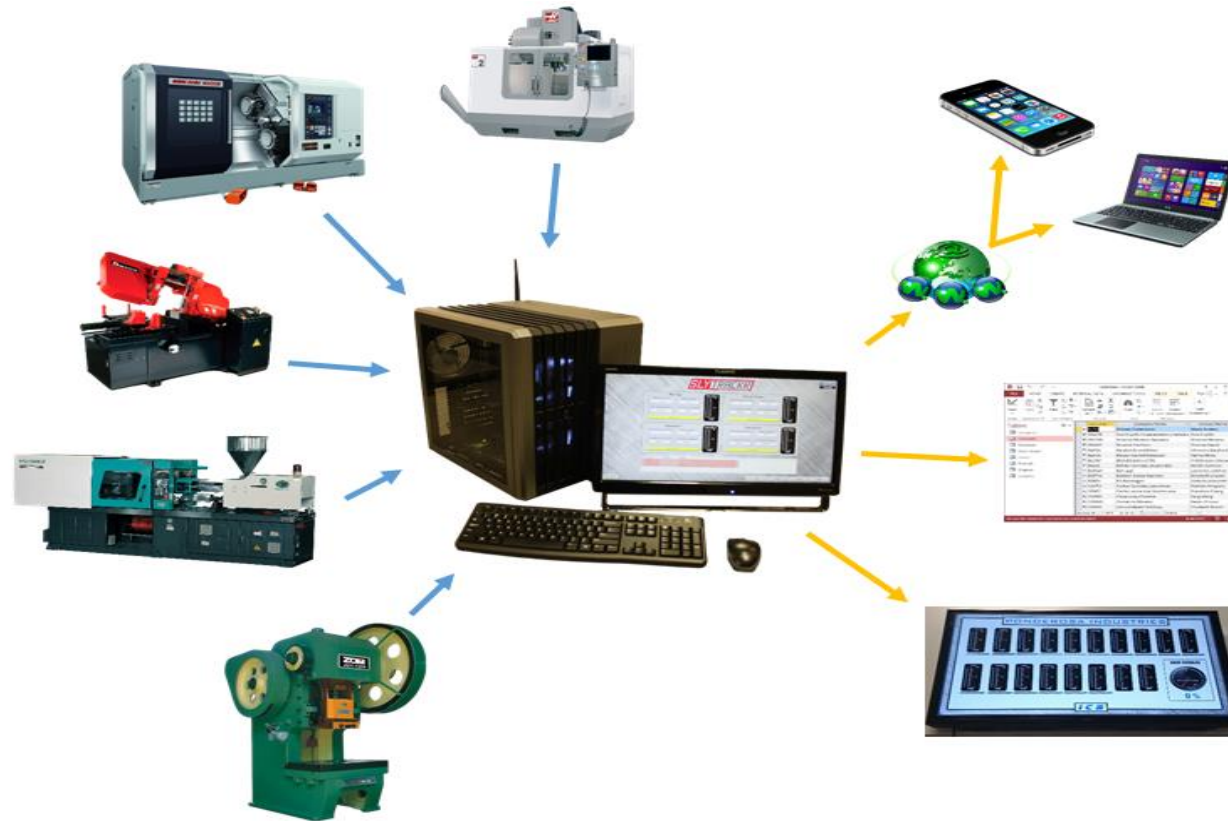


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Machine Monitoring System : Concept

Pan
India
Except Fdy



IIoT Based Machine Monitoring

- The IIoT based machine monitoring system offer live status of the machine and the ongoing production details.
- It also helps us track the machine health as well as its performance history.

ESG INITIATIVES:



ENVIRONMENTAL EMPATHY (E)

Duty Towards The Planet

35%

- Climate change
- Carbon emissions
- Green house gases
- Pollution and waste (toxic waste, electronic waste, effluents)
- Natural resources (water stress, land use and biodiversity, raw material sourcing)
- Environmental opportunities (in clean tech, green building, renewable sources of energy)



SOCIAL RESPONSIBILITY (S)

Relationship With External & Internal Stakeholders

25%

- Human capital
- Health and safety
- Personnel development
- Labour management
- Workforce and diversity
- Customer engagement
- Product safety
- Data and privacy security
- Financial product safety
- Stakeholder opposition
- Involvement with communities
- Social opportunities (Access to healthcare, food and nutrition, communication)



CORPORATE GOVERNANCE (G)

Functioning of The Business & Conduct of the Management

40%

- Governance structure
- Executive Pay
- Anti bribery and corruption
- Business ethics
- Anti competitive behaviour
- Tax transparency
- Transparency and reporting
- Financial and operational risks
- Stakeholders engagement
- Audits

ESG : Ongoing Activities

Present Carbon Emission Status

Plant	2018 Net Emissions (MT of CO2 Equiv.)	2020 Net Emissions (MT of CO2 Equiv.)	Reduction (MT of CO2 Equiv.)
Pimpri (IPD)	2,018	1,148	870
Chinchwad (PPD)	1,339	873	466
Shirwal (EPD)	1,120	627	493
Sinnar (WPD)	2,335	1,415	920
Coimbatore (CBE)	1,394	1,302	92
Vambori (FDY)	10,458	6,598	3,860
TOTAL	18,664	11,963	6,701

Reduction to be achieved by:

1. LED lighting projects
2. Energy Saving projects
3. Renewable energy projects
4. Green Building certification

% reduction in emission = 36%

KSB's plan is to reduce GHG emission by 50% over emission of 2018 by 2023

Status on Major Investments of 2021:

Title	Amount	Remarks
Sinnar shed	249	Work in progress ; Expected completion by Dec 2021. Work of about 15% is completed as of date
Various machines for Nuclear project order - Mech. Seal testing / arrangement, Nuclear localisation for RSR	138	- Mechanical seal testing arrangement PO realised, work completion by Dec 2021. - Nuclear localisation for RSR, dynamic balancing machine
3D Printing Machine	88	Capex approved, Ordering expected by Sept 2021
Admin building and Guest house at Shirwal plant	70	Shirwal office building & Misc infra
Assembly, pre-testing & storage facility at TAPP for RSR 400/2	60	Contractor selection is in Progress, PO expected by Aug , Work completion by Dec 2021
Mechanical Seal localization	59	Approval yet to be received
FGD lining room extension	33	Currently on hold as Government has extended timeline for environmental norms
Digitalization - RPA and various projects	32	MPC dossier - Implementation & testing phase PO of RPA projects under Pilot Phase, Production Booking software - CR approved, Digital info board - approved by hearing committee
Other regular investments	122	BB2 & BB3 development, Gamma development, Group solar, Central warehouse expansion, other regular investment
TOTAL	850	

Covid-19 Vaccination drive (July 2021):

S N	Plant	Total Headcount	1st Dose Vaccinated	2nd Dose Vaccinated	% 1st Dose Vaccinated	% 2nd Dose Vaccinated
1	Pimpri (IPD)	647	278	338	43%	52%
2	Chinchwad (PPD)	260	114	135	44%	52%
3	Shirwal (EPD)	345	316	14	92%	4%
4	Sinnar (WPD)	673	435	222	65%	33%
5	Vambori (FDY)	571	494	64	87%	11%
6	Coimbatore (CBE)	504	144	351	29%	69%
7	MIL Valves	218	163	10	75%	5%
	TOTAL	3,218	1,944	1,134	60%	35%



Pimpri, Chinchwad & Shirwal



Sinnar



Coimbatore

नवभारत

कर्मचारियों को KSB की मदद

मुंबई. कोविड महामारी की चपेट में आकर जान गंवाने वाले अपने कर्मचारियों के परिवारों को संकट से बचाने के लिए केसीबी लिमिटेड ने आर्थिक मदद देने का निर्णय है. पंप निर्माता केएसबी लिमिटेड दिवंगत कर्मचारियों के परिजनों को वेतन देने के साथ, कोविड और अन्य रोगों के उपचार का खर्च तथा बच्चों की शिक्षा का खर्च देगी. केएसबी के मानव संसाधन प्रमुख शिरीष कुलकर्णी ने कहा कि इस संकट की घड़ी में हम हमारे कर्मचारियों के साथ हैं. कंपनी दिवंगत कर्मचारियों के परिवार को 12 माह का पूरा वेतन देगी और इसकी पत्नी एवं दो बच्चों को 3 साल का हेल्थ इश्योरेंस भी प्रदान करेगी.

Mumbai Edition
20-july-2021 Page No. 2
epaper.enavabharat.com

कोविडमुळे मृत पावलेल्या कर्मचाऱ्यांच्या कुटुंबांना केएसबी लिमिटेडद्वारे मदत जाहीर

पुणे, :- केसीबी लिमिटेडद्वारे कोविड विषाणुमुळे मृत्यु आलेल्या कर्मचाऱ्यांच्या परिवाराला मदत देण्याचे धोरण जाहीर करण्यात आले. ज्यामध्ये अनुग्रह (स्वेच्छा वेतन), अतिरिक्त वैद्यकीय संरक्षण, कोविड-१९ च्या ईलाजासाठी मदत तसेच मृत कर्मचाऱ्यांच्या पाल्यांसाठी शैक्षणिक मदत आदींचा समावेश आहे. कंपनीने जाहीर केलेल्या धोरणामध्ये पुढील बाबींचा समावेश असेल ज्यामध्ये कोविड-१९ मुळे मृत पावलेल्या कर्मचाऱ्यांच्या कुटुंबाला त्या कर्मचाऱ्यांचे शेवटच्या १२ महिन्यांचे वेतन अदा करण्यात येईल. जे कर्मचारी कोविड-१९ आजाराने ग्रस्त आहेत त्यांच्या उपचाराचा खर्च कंपनीद्वारे देण्यात येणार आहे. कोविडमधून बऱ्या झालेल्या कर्मचाऱ्यांनी इस्पितळात दाखल झाल्यावर केलेल्या उपचाराच्या ५०%

बिलाची प्रतिपूर्ती कंपनीद्वारे केली जाणार आहे. मृत कर्मचाऱ्यांच्या कुटुंबातील अवलंबित सदस्यासाठी (पत्नी व २ अविवाहित मुले) वैद्यकीय विमाचे संरक्षण ३ वर्षांसाठी वाढविण्यात येणार आहे. मृत कर्मचाऱ्यांच्या पाल्यांना शैक्षणिक मदत देण्यासाठी शिष्यवृत्तीच्या माध्यमातून पदवी पर्यंतच्या शिक्षणाचा खर्च करण्यात येईल. यासाठी संबंधित विद्यार्थ्यांनी मिळविलेल्या गुणांच्या आधारे मदत देण्यात येईल. याव्यतिरिक्त कायदानुसार इतर वैधानिक मदत प्रदान केली जाईल. याविषयी माहिती देताना संचालक, मानव संसाधन, केसीबी लिमिटेड श्री शिरीष कुलकर्णी म्हणाले, कोविड धोरणामुळे मृत कर्मचाऱ्यांच्या कुटुंबाला काही प्रमाणात दिलासा मिळेल अशी आशा आहे.

कोविडमुळे मृत पावलेल्या कर्मचाऱ्यांच्या कुटुंबांना केएसबी लिमिटेडद्वारे मदत जाहीर

पुणे : केसीबी लिमिटेडद्वारे कोविड विषाणुमुळे मृत्यु आलेल्या कर्मचाऱ्यांच्या परिवाराला मदत देण्याचे धोरण जाहीर करण्यात आले. ज्यामध्ये अनुग्रह (स्वेच्छा वेतन), अतिरिक्त वैद्यकीय संरक्षण, कोविड-१९ च्या ईलाजासाठी मदत तसेच मृत कर्मचाऱ्यांच्या पाल्यांसाठी शैक्षणिक मदत आदींचा समावेश आहे. कंपनीने जाहीर केलेल्या धोरणामध्ये पुढील बाबींचा समावेश असेल ज्यामध्ये कोविड-१९ मुळे मृत पावलेल्या कर्मचाऱ्यांच्या कुटुंबाला त्या कर्मचाऱ्यांचे शेवटच्या १२ महिन्यांचे वेतन अदा करण्यात येईल. जे कर्मचारी कोविड-१९ आजाराने ग्रस्त आहेत त्यांच्या उपचाराचा खर्च कंपनीद्वारे देण्यात येणार आहे. कोविडमधून बऱ्या झालेल्या कर्मचाऱ्यांनी इस्पितळात दाखल झाल्यावर केलेल्या उपचाराच्या ५०% बिलाची प्रतिपूर्ती कंपनीद्वारे केली जाणार आहे. मृत कर्मचाऱ्यांच्या कुटुंबातील अवलंबित सदस्यासाठी (पत्नी व २ अविवाहित मुले) वैद्यकीय विमाचे संरक्षण ३ वर्षांसाठी वाढविण्यात येणार आहे. मृत कर्मचाऱ्यांच्या पाल्यांना शैक्षणिक मदत देण्यासाठी शिष्यवृत्तीच्या माध्यमातून पदवी पर्यंतच्या शिक्षणाचा खर्च करण्यात येईल. यासाठी संबंधित विद्यार्थ्यांनी मिळविलेल्या गुणांच्या आधारे मदत देण्यात येईल. याव्यतिरिक्त कायदानुसार इतर वैधानिक मदत प्रदान केली जाईल. याविषयी माहिती देताना संचालक, मानव संसाधन, केसीबी लिमिटेड श्री शिरीष कुलकर्णी म्हणाले, कोविड धोरणामुळे मृत कर्मचाऱ्यांच्या कुटुंबाला काही प्रमाणात दिलासा मिळेल अशी आशा आहे.

KSB Limited announces their COVID policies to extend support to the families of deceased employees:

Assistance for Ward education - Non-refundable Education Scholarship shall be paid / refunded towards the deceased employee's children education from primary to graduation. The scholarship upto maximum limit depending on grade / class of education shall be applicable per child per year up to two children.

- **Assistance for Medical bills settlement - Reimbursement of Covid Treatment hospitalization claim up to 50% subject to maximum INR 2 Lakh.**
- **Ex-gratia (voluntary pay) - Spouse will be paid deceased employee's 12 months last drawn salary (appearing on last attended month pay slip). The said amount will be paid either monthly or as a lumpsum. HR Dept will obtain necessary undertaking and affidavit from the employee's spouse.**



Garbage Collection vehicles



O2 Concentrators



Niwara



**Street
Lights**



**Solar Projects
under CSR**



Snehalaya



Maher

2018/4/6 18:08



Bal Kalyan

2018/6/27 14:39

SHOT ON REDMI NOTE 5 PRO
MI DUAL CAMERA





Time For
QUESTIONS?

Thank you!



Illustrative questions and replies in the meeting other than repeated and published in previous meetings:

1. How is the competitive environment?

Ans. The competition is severe and are more specialized in some areas. Our presence in all sectors gives us an advantage.

2. How is the competition in KSB group Companies?

Ans. The completion is severe, healthy and transparent among group Companies. We have to follow supply chain matrix and group broad guidelines. We have to compete with the other group Companies having good manufacturing base.

3. What are your capex plans over next 2-3 years?

Ans. We continue to invest to upgrade machinery, plants and infrastructure. We are also investing for upgraded technologies, digitalization etc.

4. What are your Go to market strategies?

Ans. Depending on the nature of products, we have following approaches:

- Through dealers network
- Direct approach,
- Through tenders
- Through KSB group companies.